GRUMMAN
planenews

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Go for the gold. *Annette Frisch representing Grumman in the Olympic Torch Relay Run jogged the symbolic one-kilometer run in Port Chester, N.Y., recently. A member of the Grumman Road Runners Club, Annette was 'thrilled' and 'proud' to represent Grumman Corporation. The overall 19,000 kilometer cross-country running event started in New York City and will end in Los Angeles, site of the 1984 Summer Olympics.*

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Multi-year contract

C-2A cost savings exceed expectations

Production is well underway on the Reprocured C-2A Program, the first major multi-year contract agreement for a Navy/Grumman aircraft. "The name of the game on the C-2A program is cost savings — for the Navy and for Grumman," states Harvey Fromer, program vice president for the Reprocured C-2A Program.

These cost savings are attributed directly to the many advantages offered by the multi-year purchase agreement. In a precedent-setting purchase, the Navy has contracted with Grumman for 39 C-2A aircraft over the course of five years.

Projected savings

When the idea of a multi-year purchase was first presented to the Navy back in 1981, estimated savings were put at eight percent relative to the cost of a new line of production aircraft purchased on the standard yearly contract basis. At the time of the contract signing in June 1983, cost savings were projected to reach $89 million, or approximately 11.6 percent.

Fromer points out that the C-2A program is currently well ahead of those earlier savings projections. "We are now looking at projected savings of over $102 million, which is about 13.3 percent, and we hope and expect that figure to continue to improve as we refine our methods and learn how best to take advantage of all the aspects of the multi-year concept."

Major milestone

The C-2A reprocurement is the first major multi-year aircraft purchase agreement that the Navy has ever been involved in. Most aircraft contracts are renewed on a year-to-year basis and are often subject to inflationary price increases as material, labor and other production expenses rise. The multi-year concept is free of such problems. "With a long-term fixed contract for a set amount of aircraft of a stable design configuration, we can order and purchase parts and materials and manufacture at current prices thereby avoiding future increases while taking advantage of substantial bulk price discounts," asserts Fromer.

An air truck

Bob Burtis, C-2A program manager, points out that "What the Navy was looking for was a wide body, workhorse aircraft capable of making cargo deliveries from their land bases to carriers at sea as well as handling other heavy shipping assignments. They needed the aircraft as quickly — and especially as cheaply — as possible. Considering their budget and time constraints, we really could not afford to start from scratch and engineer a brand new aircraft design for production.

Ideal situation

"The situation was perfect for the Grumman C-2A Greyhound," explains Burtis. "We had already built 19 C-2As for the Navy from 1965 to 1968, so we knew we had a viable design on hand as well as a proven production line. What we didn't know was how much it would cost to start up the program and where future costs would bring the aircraft's price. That's when we came up with the multi-year procurement concept. The Navy needed a certain amount of airplanes — in this case 39 — for a specific mission at a fixed cost and with short lead times. That could only be accomplished thru a multi-year purchase."

One of the advantages in the multi-year program is the increased flexibility available on the production line. "We have a good deal of leeway in how we release our parts and materials and schedule the work orders on the C-2A because we know we are making exactly 39 shipsets plus a few spares. We can adapt ourselves as we find out what works best," says Burtis.

(Continued on page 8)

news briefs

MTA sues over Flxible

The board of directors of the Metropolitan Transportation Authority (MTA) filed suit on May 10 against Grumman Corporation over the Model 870 Flxible buses. The board's action follows the February 7 removal by the New York City Transit Authority (NYCTA) — an MTA unit—of its fleet of Model 870 Flxibles.

The suit alleges that Grumman was aware of but failed to inform NYCTA that the Model 870 bus was inadequately designed and tested at the time of its sale to NYCTA in 1979. Grumman issued a statement denying those charges and saying it would ask the court to dismiss the suit, because NYCTA had not followed mandatory contract procedures for resolving disputes.

"The charges are highly irresponsible and have absolutely no basis in fact," said Grumman President Joe Gavin. "None of the Grumman companies had any knowledge that the buses had been inadequately designed or tested when they were sold to the Transit Authority."

Grumman only found out last year that the Model 870 bus had been inadequately designed and tested at the time Grumman purchased the Flxible bus company and the Model 870 design from Rohr Industries, Inc., in 1978. Grumman has since filed a $500-million lawsuit against Rohr, charging that Rohr misrepresented and failed to disclose to Grumman pertinent facts regarding the design and testing of the Model 870.

"It is unconscionable that the Transit Authority and its lawyers would use Grumman's charges against Rohr to construct a fraud claim against Grumman," Gavin said. "Long before we discovered the facts that gave rise to the suit against Rohr, we spent over $250 million nationwide correcting the design inadequacies of the Model 870 after they became apparent in New York City in 1980."

Gavin said the suit appears to be a device to circumvent the established contract procedures for resolving disputes. The procedures require disputes to be submitted for resolution first to the Transit Authority contracting officer, with a right of appeal to the Urban Mass Transportation Administration and finally to the federal courts. On Wednesday, Grumman initiated a formal contract disputes proceeding with the Transit Authority.

"We feel the Transit Authority wants to avoid having the dispute settled by UMTA because UMTA Administrator Ralph Stanley has recently criticized the TA for withdrawing the Model 870s from service," Gavin said. He added that the new NYCTA administration has made no real effort to settle the dispute with Grumman.

"They seemed determined to file the suit no matter what," he said. "As a result, 850 buses that are safe to operate are being left to deteriorate while the Transit Authority ignores the inconvenience of New York's transit riders and sanctions the waste of millions of dollars of federal, state, and local taxpayers' money."

In an earlier statement, Grumman noted that the Model 870 is operating in 70 locations around the country, as well as by private bus companies in New York City itself. No other organization has taken it out of service. Grumman also repeated that it stands ready to honor all contractual agreements and return the 870s to service.

Historical note

When you clean out your work area and find old Grumman mementoes, don't forget the History Center. It is always looking for special Grumman memorabilia. So, instead of chucking unwanted stuff in the garbage, give "Schoney" Schonenberg a call on Ext. 52401.

Fire brigade

A fire brigade has been established in Plant 3 for the protection of the second shift (3:30 p.m. to 12 a.m.)

The Plant 3 nite owl brigade captain is Joe Fraccalvieri of Maintenance, who also serves with the Babylon Fire Department. His assistants are Lieutenant Tom Pesce, Press Department, who is a member of the Melville Fire Department; and Lieutenant Charles Theobald of Machine Shop who is a member of the West Islip Fire Department.

In addition to fire and rescue experience, several fire brigade members have medical training. Meetings are held periodically each month so vital information can be given pertaining to all areas of the plant.

For more information, contact Lieutenant Pesce, Ext. 56266.

Top talent

Four seniors at Polytechnic Institute of New York (Farmingdale, L.I. campus) have been awarded the Grumman Aerospace Award for outstanding scholastic achievement.

At a recent ceremony, Norman Lewis, deputy director of Engineering, presented the awards to the winners: Michael Brown, Eileen Foran, Ronald Kudla Jr., and Thomas Orgera. Each received a plaque, and a $100 check for their outstanding achievement.

Carpools

Bensonhurst/Sheepshead Bay, Brooklyn Area via Belt Parkway to Plant 05: looking for car poolers, start 8 a.m. to 4:30 p.m. Anyone interested call Nino Spampinato, Ext. 7307.

Stargazers

Anyone interested in forming a Grumman Astronomical Society should contact Bob Farrell, Ext. 55679, Mail Stop B71-01.

obituaries

JOHN R. BERNARD of Conventional Machines, Plant 3, died April 30 at the age of 59. He had been with the company since 1964 and resided at 10 Booker Ave., Wyandanch.

JOSEPH W. HIZINSKI Jr. of Maint-Rearrangement, Plant 106, died May 1 at the age of 61. He had been with the company since 1958 and resided at 100 Linden St., Roslyn Heights.

EUGENIA M. NEUMANN of Repair Control, Plant 30, died May 7 at the age of 63. She had been with the company since 1979 and resided at 26A Pleasant Ave., Farmingdale.

PHILIP A. PASCUSSI of Flight Operations, Plant 4, died May 6 at the age of 64. He had been with the company since 1951 and resided at 76 Colonial Ave., Mineola.

Personals

My family and I wish to express our sincere thanks and appreciation to our friends, co-workers and ESO for their kind expressions of sympathy during the recent loss of our mother. **Walter Schillinger**

My family and I want to thank all my friends and co-workers for their kind expressions of sympathy and prayers upon the recent loss of my father. **Joseph A. Gioffre**

On behalf of my family and myself, I would like to thank our friends and co-workers for their kindness and sympathy during the recent loss of my mother. **Elwood M. Preston**

We wish to thank all of our friends and co-workers for their support, kindness and sympathy during our recent loss. **The Scheu Family**

My family and I wish to thank all of our friends and co-workers for their kindness and sympathy during the recent loss of our mother. **Michael Braun**

My family and I wish to express our sincere thanks and appreciation to my friends, co-workers and ESO for their kind expressions of sympathy during the recent loss of our mother. **Arnold V. Ferraro**

Many thanks to all for their thoughtfulness pertaining to my recent auto mishap and hospitalization. **Bob Settles**

My family and I wish to thank my friends and co-workers for their kind expressions of sympathy during the recent loss of my mother. **Lucille Miller**

Main named deputy GM at Pl. 66

Tom Main Jr. has been appointed deputy general manager of Milledgeville Operations in Georgia. He reports to Tom Lahey Jr., general manager, Milledgeville Operations.

Starts Grumman career

After serving as a second lieutenant in the U.S. Army, Main joined Grumman as a metallurgical laboratory technician. In 1957, he was promoted to materials engineer and worked on a variety of Grumman aircraft and spacecraft programs.

His later assignments included heading the materials and processes department; assistant to the senior vice president — Long Island Operations; assistant to the executive vice president of Operations; and director of Boeing subcontract programs. In 1982, he was appointed assistant to the vice president of Manufacturing and later that year was named director of Technical Operations at Milledgeville.

Main received a bachelor of science degree in applied physics from Hofstra University in 1963. He later attended the senior executives program at the Sloan School of Management, Massachusetts Institute of Technology.

Remember: Bethpage folks now must dial five-digit telephone numbers. If you use a phone lock, place it so people can dial Ext. 53333 for fire/emergency calls at all times.

Leroy Grumman inducted into Naval Aviation Hall of Honor

On Friday, May 4, Leroy Grumman joined the ranks of America's greats in naval aviation when he was inducted into the Naval Aviation Hall of Honor.

Grumman, who died in October 1982, was one of four honorees inducted into the Hall of Fame which is located at the U.S. Naval Aviation Museum in NAS Pensacola, Florida.

His son, David Grumman, was in attendance, as was Vice Adm. Robert Schoultz, deputy chief of Naval Operations for Air Warfare; and George Skurla, President of Grumman Aerospace.

Leroy Grumman was one of six founders of the company that bears his name. While serving as its first chairman, Grumman guided the company from its inception in December 1929 at the beginning of the Great Depression to its development in the mid-Sixties of the Lunar Module for the nation's Apollo Program.

He served as president throughout his company's formative years when it grew from a repair shop for Loening amphibians to the premier builder of aircraft for the U.S. Navy.

His numerous engineering innovations resulted in the first retractable landing gear on a production military aircraft and a unique way of folding the wings of carrier-based planes that permitted a 50 percent increase in the number of aircraft a carrier could accommodate.

From jets to spacecraft

He relinquished the presidency in 1946, but remained as chairman of the board. During the next 20 years, Grumman led the company into the jet age and then the space age.

When he retired in 1966 as chairman, his company was in the midst of building LM — the ship that carried the astronauts to the moon. He remained as a board director until June 1972.

Many awards have been bestowed upon Leroy Grumman during his long aviation career. For his achievements in naval aviation, the highest civilian award, the Presidential Medal for Merit, was bestowed upon him in March 1948 by Secretary of Defense James V. Forrestal. In that same year he was awarded the Daniel Guggenheim Medal for "pioneering in aeronautics." In May 1968, he became the first recipient of the National Academy of Science's Hunsacker Medal "for his contributions to aeronautical engineering." He is enshrined in the Long Island Hall of Fame and the Aviation Hall of Fame (in Dayton, Ohio).

In 1949, he was awarded an honorary Doctor of Engineering degree from the Polytechnic Institute of Brooklyn and in 1961 an honorary Doctor of Laws degree from Adelphi University.

Other aviation greats

Three other naval aviation greats were also inducted into the Hall of Honor. They were:

Vice Adm. James Flatley Jr. who distinguished himself while participating in practically every major engagement of World War II in the Pacific as combat pilot and as a member of a combat staff.

Adm. John Thach who as commanding officer of VF-3 at the beginning of WWII developed the "Thach Weave" which soon became the Navy's basic air-to-air tactic.

Capt. Kenneth Whiting who served as first commanding officer and first executive officer of the *U.S.S. Langley*, the Navy's first aircraft carrier.

Hall of Honor. *David Grumman stands next to his father's plaque in the U.S. Naval Aviation Museum's Hall of Honor.*

Tribute to a naval aviation great. *At special ceremonies at the Naval Aviation Museum at NAS Pensacola, Fla., Leroy Grumman was inducted into the Naval Aviation Hall of Honor. The Museum is stocked with Grumman planes.*

Bound for NASA-Houston

Led by Tom Kelly, vice president of Information Resource Management, a team of Grummanites left for Johnson Space Center in Houston on Monday, May 14. Their mission: to get a head start on the bidding for the Space Transportation System Operations Contract (STSOC), which NASA is expected to award in early 1986.

STSOC is roughly analogous to the Shuttle Processing Contract (SPC) which Grumman won last September as part of the Lockheed-led team. NASA wants to consolidate into one contract the work being performed at JSC by many vendors under a multitude of separate contracts.

NASA is expected to issue RFPs (requests for proposals) during the second quarter of 1985, with a deadline that summer. The contract would be awarded in early 1986.

Bound for Houston. *Members of the Grumman Space Transportation System Operations Contract (STSOC) team board the airport transport bus for their flight to Houston.*

GRUMMAN planenews

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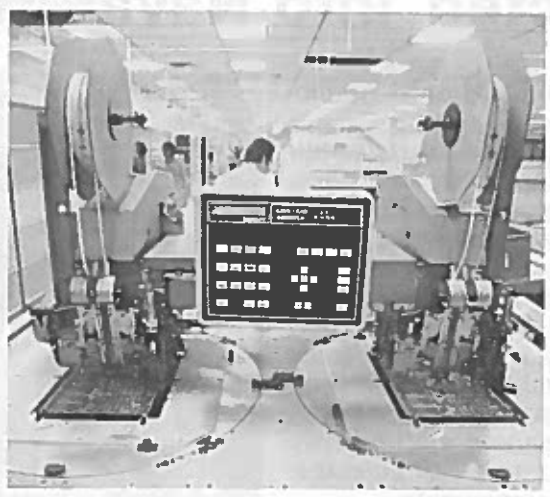
All in order. *Carmen Cacace adjusts the automated component sequencer as the machine cuts and orders parts for insertion.*



Super feeder. *The axial lead inserter automatically inserts round components at an incredible speed of 10,000 per hour.*

Computer assistance. *Clara McAllister follows lead of semi-automatic inserter as it locates insertion areas on the PBCs.*

Control center. *Dispatcher Pete Gregory mans his computer terminals which he uses to send work to stations along the assembly line.*

Speedster. *PCB assembler Jim Bage prepares a 'card' for the dip-inserter which automatically inserts integrated circuits.*

Eagle soars

New Great River PCB line will produce 1,062 phones a day

The room is clean and bright and filled with the sound of gentle humming of computers. A conveyor belt is clicking and whirring as it delivers orange plastic tubs to different work stations. A handful of specially-trained technicians pull what look like electronic puzzle pieces out of the small tubs and feed the parts into computer-driven automated processing machines.

This room is not found in Ray Bradbury's latest science fiction novel, but in Great River Operations' Plant 44 where the company has set up a printed circuit board production line.

Futuristic look

The Plant 44 room is brightly lit and the gleaming new surfaces of the machinery and support equipment on the line add to the futuristic look. But the Great River printed circuit board (PCB) line is not some sort of experimental display project for future work areas. "In fact," says Walter Langendorf, program director for the Eagle Telephonics project, "the technology and machinery employed here is not even what you would call 'state-of-the-art,' by any means. It has existed in the manufacturing world for some time, which is really a very big advantage for our program. We don't have to spend the time or money to develop and test production procedures right from scratch since they have already been proven and are well established in the industrial community."

Mucho phones

The Great River PCB line is currently working on production for Grumman's contract with Eagle Telephonics, Inc., to produce some 160,000 telephones and 30,000 special key service unit PC boards for Eagle's high-tech-design phone system.

"The Eagle telephone system is considered to be one of the most advanced business telephone systems to be developed in recent years. It is strictly a business type phone system — not for home use. The system must be connected to a controlling key service unit which acts essentially as a computer interface with the existing phone lines," explains Langendorf.

Ready for full production

Pre-production work on the Eagle phones has already been completed in the 15,000-square-foot production room in Plant 44. The automated line, with all of its computer-driven machines designed to minimize handling of the PC boards, went to work in late February after three months of setting up.

Pre-production work included 120 complete telephones from start to finish as well as 10 each of the three special key service PC boards. "The pre-production work was designed to prove-out the machinery and the line's set up and to bring to surface any bugs in the computer system and the assembly line," says Langendorf. "Thus far, we have only come across a few minor problems that are being or already have been corrected. We do this first, because we don't want anything to slow us down when we really get production underway."

Getting the Eagle project underway involves some of the highest production rates that Grumman has ever been contracted for. "When we reach maximum production rate for the Eagle contract, we will be manufacturing boards and assembling telephones at a rate of 1,062 phones per day. And we are already discussing follow-on contract orders with Eagle that would increase production rates even further," says Langendorf.

However, he points out that the PCB production line was installed at Great River for more than just the Eagle contract. "What we are looking at is a long-term commitment to this kind of PC board fabrication at Great River. The PCB line in Plant 44 is capable of doing military work as well as commercial contract production and

Computer test. *John Iacobacci Jr. works the keyboard of the test computer as it checks all the printed circuit boards.*

Final product. *Line worker Tony Lombardi assembles PCB cards and other prepared parts at his Plant 44 work station.*

Delicate hands. *PCB assembler Doris Riley installs a component manually on a Grumman-designed Sync-Proc board for NBC.*

Grumman is already looking into a number of different contracts for us. In fact, production for the present Eagle contract will actually only take up about one-third of the total capacity of this line even at full production rate."

The workforce for the Eagle contract will include two shifts of about 35 specially-trained people when the program is in full gear. Line workers will take printed circuit boards — which already have conductive material etched on them in predetermined electrical patterns — and place the components into the proper holes. Most of the inserting work is being done by machine. Each is computer programmed and a fully automated design.

"We have an automated sequencer which puts all the components into order for insertion and does a 100 percent test on all the parts. It also does a polarity check to insure that the components are set up to be inserted in the right direction. In addition, we have a computerized axial lead inserter which can insert round components on the printed circuit cards at a rate of 10,000 an hour — quite an improvement over hand insertion," notes George Barhold, PCB line foreman.

There is also a Northeaster dip-inserter to put

'While production rates for the Eagle contract may seem high for Grumman, it is really a medium production rate.'

all integrated circuits on the board — again automatically — and at the heart of the line is the White company designed conveyor belt. Barhold says the conveyor belt is "essentially a materials handling system that has been designed to handle medium to low production rates. While production rates for the Eagle contract may seem high for Grumman, it is really a medium production rate job for this kind of industry."

The Grummanites at the individual stations receive the orange work totes filled with printed circuit boards from a central dispatcher at the head of the production line. Each work station has two positions — one from which the worker pulls immediate work and another "on deck" position where a tub of boards is waiting.

When the worker finishes all the boards in the first tub, he sends it back to the dispatcher at the head of the line via the lower tier of the two layer conveyor belt system. He then pulls the second tub into the at-work position activating a limit switch which tells the dispatcher on his computer screen that the work station needs another tub for the "on deck" position.

"The idea is to make sure that every work station has a continuous flow of work. However, the line is not dependent on any one person or work station. If perhaps someone has to leave

'If someone has to leave his or her work station, the dispatcher can redistribute the work or store it in a 'queue' to be called up later.'

his or her work station for some reason, the dispatcher can redistribute work or store it in a 'queue' to be called up later," Barhold explains.

All the PCB assembly work for the Eagle telephones is stored in a revolving steel cage structure called the "work-in-process carousel." The rectangular wire basket carousel stores the orange work tubs each of which is labeled with a computer bar code to keep track of all the boards it contains.

A GRO Hewlett-Packard 3000 computer keeps inventory of all the work on the production line from start to finish for the Eagle program. The computer also holds information on all parts and materials inventory, and keeps track of each work station's "through-put" on the assembly line. "With this computer system, we can actually keep track of all our production and repair costs on a part by part basis," notes Langendorf.

At the testing stations near the end of the conveyor belt, technicians run each board through a complete computerized test to check all connections and functions. Each of the printed circuit boards has an individual bar code which is placed in the memory of the test computer. Boards that need repairs are sent to nearby repair stations where other technicians can call up the necessary information on any individual board by its bar code.

"All a repair worker has to do is pass the scanner over the board's bar code and the computer will print out what repairs are needed right on his screen," points out Langendorf. "When the board is fixed it goes back to the test station to be retested, all of which is duly noted in the computer's memory."

End of the line. *Completed Eagle phones are taken off the conveyor belt and packed for delivery by Clarence Hargrove.*

(Photos by Rich Breunig)

One of the major innovations that the Great River PCB production team has developed for the Eagle program, reports Walter Maier, GRO's mechanical technology manager, is what they call "six-pack technology."

'Six-pack technology'

What that means is that the printed circuit boards that go into the Eagle telephone are manufactured six at a time though they look like one large board. "As they go through the production line the workers see the boards as one piece. The machines on the line are programmed to treat the boards as a single unit and they are even tested as a single card," states Maier. "When testing is completed, the boards go to a shearing station where they are cut into six seperate printed circuit boards — each a mirror image of the others. It's a great system for mass production. With six-pack technology we cut handling time down by a factor of between five and six which adds up to big savings in cost and time for the overall program."

All the innovations on the Plant 44 PCB line — from the in-house designed computer software for the automatic machines to the specially designed work carts that carry the orange tubs around — have been developed by-and-large by Grummanites at Great River to make the printed circuit board program efficient and profitable.

Proposal Center aims for a 'winning season'

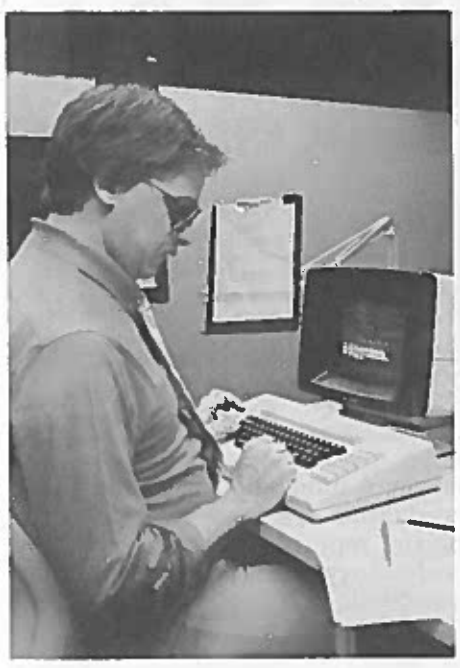
There's a place in Plant 5 where people take "I-want-it-yesterday" instructions in stride. Unlike the card-store poster about the person who plans a well-earned nervous breakdown "as soon as the rush is over," slow periods can sometimes seem slow in coming. But the staff is a dedicated bunch, working as long and hard as it takes to meet crucial deadlines.

The place: Grumman Aerospace's Proposal Center, which helps produce the important documents that can ultimately produce new business for the company.

"Aerospace competition is tougher now than it ever has been," says Bill Tebo, director of Proposal Operations. "The thrust of the Proposal Center is on becoming the winner."

Each proposal must be submitted to the customer by a very specific deadline — normally four to eight weeks after a request for proposal (RFP) is issued. Also, if the RFP says the proposal must be submitted by, say, 3 p.m. on the deadline date, that time, too, is written in stone. The military customer cannot, by law, accept any proposals after that time.

Teamwork. *Ed Britton, Ted Schwartzman, Gene Stern, Joe Rocco, Owen Pettit, and Marty Gallant of Integrated Logistics Support iron out details of the EF-111 Update proposal.*



This helps to make the Center a sometimes-hectic place to work. The Proposal Center has about 30 permanent people whose role is to assist each proposal director — the specialist in charge of putting together a superior proposal — who, if the contract is won, later becomes the program manager. Additionally, as many as 150 people move into the Center temporarily to provide technical expertise while a proposal is in the works.

Teamwork

Although the printed proposals are the most visible products of the Proposal Center, it is by no means simply a publishing operation. There's a lot of preliminary work to be done before the writing begins and for this reason, the Proposal Center crew is a multifaceted group — among them are schedulers, estimators, engineers, materials specialists, computer people, and secretaries. Editors and illustrators from Presentation Services and word processing specialists from Document Processing Services also get involved.

"A number of different groups works together as a team," notes Andy Kaufmann, a Proposal Operations manager. "When a proposal is to be made, the appropriate program organization moves a group of its people into the Center. A Proposal Ops manager works with the proposal director to define the company response to the RFP, determining the key points and themes of the proposal. Further, they define, plan, track and review the required work. Proposal Center secretaries type the drafts, Document Processing people type the final copy, and Presentations personnel edit the words, see to it all illustrations are in order, and assemble the final book. Repro Services prints it and the Proposal Center administrator gets it delivered to the customer."

Tebo stresses that his group plays an advisory role. "The program people are in charge," he says. "We advise them on the 'how-tos.' We also act as a permanent core group with expertise in proposals."

Busy month

Proposals usually vary in length from a few hundred pages to several thousand. But there are noteworthy exceptions. The largest ever was for the VSX, an advanced study aircraft, in 1968. That was before the Proposal Center was formed in 1976. The VSX proposal totaled about 16,000 pages and stacked eight feet high. Curiously, the briefest proposal in recent history was that for the Lunar Module (LM), which proved a winner and ran all of 100 pages.

During April and May, the Center has been its busiest ever, with deadlines for seven major proposals falling in May. Those seven include the JVX (Joint Services Vertical Takeoff Experimental Aircraft), EF-111 Update; J-STARS (Joint Surveillance Target Attack Radar System); WIS/CUS (Worldwide Information System/Common User System, a GDS proposal); TFCX (Tokamak Fusion Core Experiment); the F-14D; and the upgraded A-6E.

The Center has been operating almost 'round the clock — from 7 a.m. to 3 a.m., with two shifts of people. Additional people have been borrowed from other departments, job shoppers have been hired, and vacations have been postponed. You might think the last item would be tough to swallow, but the crew has taken it in stride — and with pride.

"Our people understand how crucial their jobs are to the future of the company," says Tebo. "The proposals to be handed in during May represent about $5 billion in potential future business and are the culmination of projects that have been in the works for one to eight years."

And the staff likes the fast pace. "They wouldn't be here if they didn't like the action," says Kaufmann.

One "plus" is the constant influx of new faces. "About six hundred different people work on different proposals within the course of a year," says Tebo. "The permanent Proposal Center people really like having the opportunity to work with that many different people."

Group dynamics

Another of the job aspects many in the Proposal Center seem to thrive on is helping lay the groundwork for entire new programs. "On programs, after awhile, the job tends to get more routine. Here, every job is different," says Larry Spallanzani, a scheduler/planner for the Center. "For each project, you get to create a master plan for the entire effort." Spallanzani's masterpiece for the JVX proposal, for example, was a schedule taking the program through the year 2001.

"I personally find working here more dynamic than in a department," says Paul Panasuk, Materials Management specialist, who devises a bill of materials for each hardware

Spelling it out. *(Above, L-R) Presentations' Pete Teichmann, Bob Sowden, and Artie Diederich and Proposal Ops' Bob Baum review a document. (Top) Bruce Yberg creates a proposal schedule on a computer.*

Fast clip. *(L-R) Adrian Gibbs, Colleen Sluder, Marie Matera, and Diane Heller form part of the Document Processing Center crew that serves the Proposal Center.*

program and spells out the necessary warehousing and inter-plant shipping.

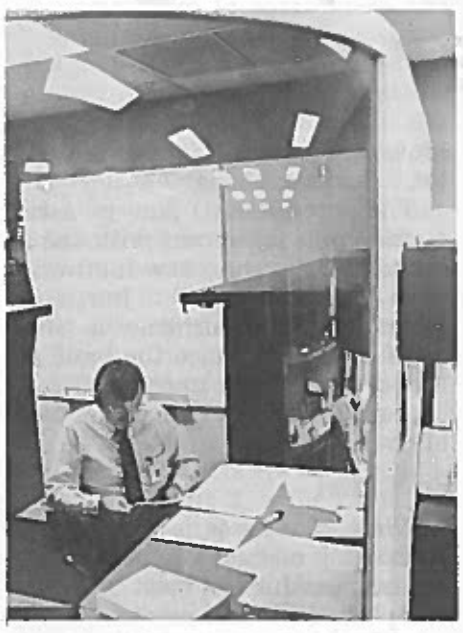
"The job's more conceptual in nature, since we are taking the RFP and assessing how best to meet the customer's requirements," he continues. "You get a real sense of how necessary each facet of the effort is."

Walter Stubbe, manager for Configuration Data Management for the Center, likes his fast work pace for two reasons: "The days go by fast, plus there is variety in the work. Every proposal is very different."

During extremely busy periods, when it becomes necessary to form an overtime crew, volunteers are solicited. Stubbe has put in three to four hours extra per day during recent weeks, and he's worked a few Saturdays and Sundays as well. He's ambivalent about all that overtime.

"It's not one of the job's plusses," he muses, "but, sometimes, it's necessary to getting the job done on time."

"I get most of my satisfaction from completing a job," says Mary Lou Taylor, administrative secretary in Proposal Operations. "I have to say, I prefer working in a fast-paced environment. I'd go absolutely nuts in a more slow-paced office."



Details. *Walt Stubbe makes sure configuration/data requirements are spelled out in all proposals.*

Eileen Lally is supervisor of the Document Processing Center that serves Proposal Operations. It is part of a larger matrix of Document Processing Centers throughout Grumman Aerospace and is probably the busiest. Lally admits there is more rapid turnover in her area than is the company norm, but attributes that to the nature of the work.

"These girls — oh! it's not just women. . .there are two men here, too — type all day. They know that when they start working here," she says. The fact that most of her people volunteered to work on Easter Sunday is testimony to the fact that Document Processing is a conscientious group.

"People realize that without proposals, Grumman won't have any jobs," she declares. "Everyone has to pitch in and give 100 percent — and I have to say, they are doing it."

The Document Processing crew is fast and accurate — one of them zips along at an amazing 96 words per minute, with 99 percent accuracy. But the key to working in any area of Proposals work is bearing up under pressure. For herself, Lally says, "I'm used to the pressure. I guess you could say I like it — most of the time. . .sometimes it can get to you."

Kaufmann echoes Lally's remarks. "First of all, they've got to know what the hell they're doing. . . they have to be very competent," he says. "They've also got to be, I guess the word would be, unflappable."

"Calm and diligent," adds Marilyn Moldovan, one of Kaufmann's co-managers.

"Proposals are a hectic thing, no matter what company you work for," says Rose Lennart, assistant editorial supervisor for Presentations Services/Proposal Center. She has stayed on in the Center, rather than being rotated, because she knows the operation so well. She also likes the fact that the tight deadlines mean Center work gets top priority from support groups, such as Repro Services. "No ifs, ands, or buts," she says.

Given a choice between a slow- and a fast-paced job, Lennart would take the latter. "I think most of the people here permanently have this attitude," she comments. "They like the action. Also, the work goes quickly and nothing drags on forever. So you get a sense of worthiness and accomplishment."

Beating the competition

The aerospace industry has grown fiercely competitive in recent years, and it gets more so all the time. So, well-crafted proposals play an important role in an aerospace company's survival. The Proposal Center is ready, willing, and able to do its part toward helping ensure that Grumman is always a "winner."

Turning solid ideas into sold proposals

Often referred to as a "proposal factory," the Proposal Center has everything needed for creating and producing proposals efficiently: seasoned-veteran proposal managers, permanent specialists from the gamut of corporate disciplines, an administrator — Tom Malloy — who keeps the operation running smoothly, as well as the latest in office-automation equipment for typing and editing services.

Stacking up. *Just part of the recently completed WIS/CUS proposal.*

Grumman usually has about two months to submit a proposal after an RFP is issued. The writing process doesn't begin until the middle of the first month.

The first step in the process is for the Proposals team to read and outline the RFP. A clear understanding of the customer's requirements is necessary throughout the proposal process. It is also at this stage that the themes or selling points of the proposal are decided upon.

Each specialist is a contributing author to the final proposal. To describe the writing process in a nutshell, the author submits his or her handwritten manuscript to a secretary, who produces the first draft. The draft is then reviewed by the proposal team, subsequently revised by the author, and a new version is created.

This version is then reviewed by various levels of supervision. Does the document make sense? Does it properly address everything called for in the RFP? Are the Grumman theme messages properly stated? It then passes into the hands of an editor, who formats it and makes sure it reads in plain English.

This is oversimplifying it, of course — there are actually numerous reviews and revisions. For very important proposals, a "red team" is formed. On this team are people who are experts on the subject at hand, but are not working on the proposal. They review the document at various stages, providing an unbiased opinion.

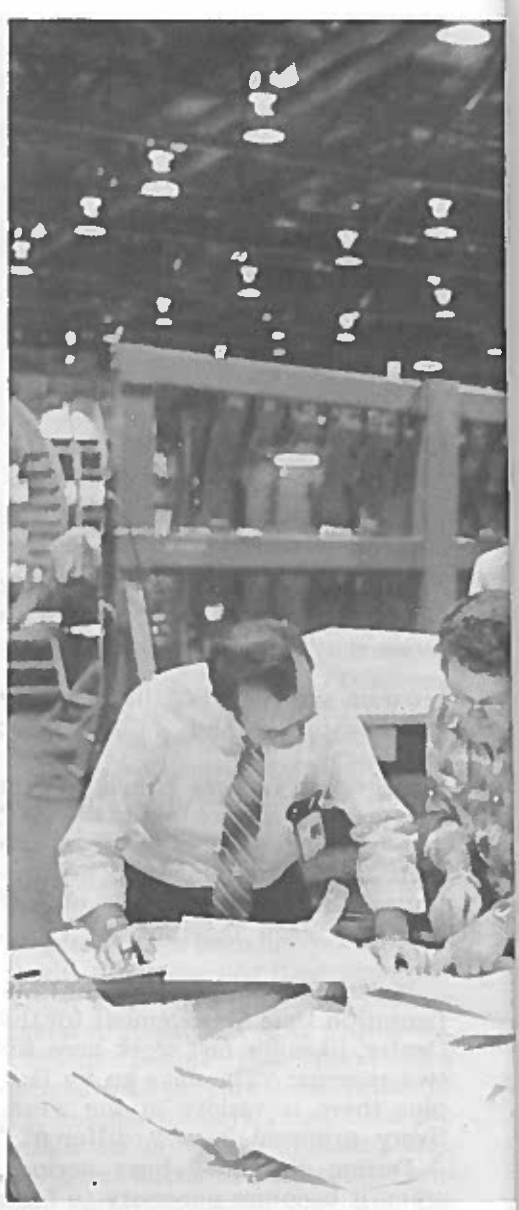
When the document is written, each author, as well as the proposal director, and sometimes the red team, reviews text and artwork before the final version is typeset and printed.

One of the most important aspects of the proposal — the price — is the last item to go to press. One of the reasons is "we have to get quotes from suppliers first," says Rick Wilson, project leader for Corporate Estimating in the Proposal Center. "Suppliers can account for as much as one-half the final cost. So we have to wait for an answer from them."

Additionally, the estimates are revised as the proposal evolves. All costing work is done in a restricted-access room, ensuring that important data doesn't reach the hands of the competitors.

Proposal Operations' job doesn't always end with delivering the document to the customer. Occasionally, the customer issues questions, for which comprehensive answers must be prepared within a matter of days. And instead of selecting a "winner," the customer often narrows the selection down to a few "finalists." To these bidders the customer issues a request for a "BAFO," which stands for Best and Final Offer.

"Winning is the key to our future," Tebo sums up.



C-2A team. *In Pl. 1, Jim Flanagan (at L) works on aft mid-fuselage panel, while Frank Gajewski and Larry Divisconti work on the floor assembly (photo above). At right, production supervisor Ed Moran (L) discusses bulkhead assembly with Harold Wilson and Art Andersen (R). (Photos by Rich Breunig)*

Greyhound

Both Navy and Grumman reaping benefits from C-2 multi-year pact

(Continued from page 1)

Another, and very important aspect of the C-2A program's savings effort, is the aircraft's commonality with the Grumman E-2C Hawkeye. "Wing-tip to wing-tip the C-2A is common to the Hawkeye. This commonality enables us to take advantage of like functions and talents in many areas of production," notes Burtis.

The entire production line of the Greyhound is designed to work "hand-in-glove" with the production of the Hawkeye. "In fact," says Burtis, "both programs have a great opportunity for enhanced productivity and associated cost savings as the product line matures."

From the standpoint of its airframe, the C-2A Greyhound has changed little from its 1968 look. The major differences involve the updating of the airplane's 'insides.' The latest Greyhound has been given an updated 1980's avionics suit, as well as new engines and propellers — both common to the E-2C.

"For the new Greyhound, we decided to stay with the airplane's basic design to keep down costs and avoid the risks involved in any new design. We updated along the lines of commonality with the E-2C wherever feasible, always keeping in mind that what the Navy wants is a very dependable air-truck. The C-2A Greyhound is a proven design for that purpose, and that's why we are sticking with it," states Fromer.

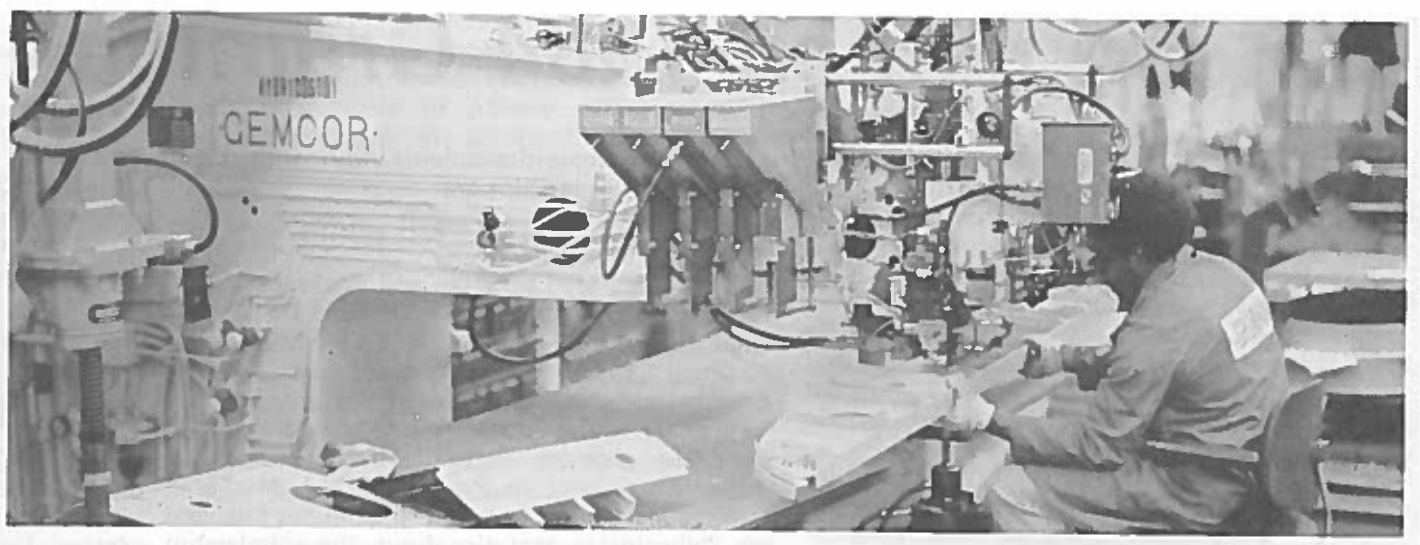
Parts for the first eight aircraft have already been released and most are finished and in stock, ready for the next assembly steps. "We applied this original eight aircraft parts release approach to prove out the production line and make any adjustments that we found were needed. So far, our first article inspection concept is culling out the problems and we expect to proceed relatively trouble-free after that," says Burtis.

All the major assemblies for the first aircraft — A-20 — are already being produced in Plant 1, and the program is ready to begin the joining process. "As we prove out the parts in the first two units, we move forward to release the next lot," Burtis explains.

The production line is saving considerable manhours with the incorporation of one new innovation called "drivematics." Burtis explains: "This airplane is sheet metal intensive, since the basic airframe is relatively unchanged from its earlier design. That means a lot of rivets."

Rivet, rivet

While riveting is usually a time-consuming manual job, in the Greyhound's production most of it is accomplished with automated riveting machines in a system called drivematics. The machines, stationed in Plant 1, were a major Grumman capital investment associated with



The Greyhound team. *Gary McGhee (top photo) assembles one of many C-2A floor frames at the Plant 1 drivematics station. Drivematics are automated riveting machines. In photo at left, Olie Horvath and Mel Lagner install passenger set attachment structures onto the first Reprocured C-2A forward mid-fuselage side panels in Plant 1. The C-2A Program in Plant 1 is distinguished from the E-2C Program by its royal blue tooling fixtures. They were spruced up after being in storage at Calverton.*

the multi-year aspect of the C-2A program. They were bought to help make the airplane less labor-intensive and to speed up overall turnaround time in the riveting process for all 39 aircraft.

Royal blue

Working side-by-side with the production of the E-2C and even F-14 assemblies in some areas, the Greyhound work is differentiated from the others by its royal blue fixtures. As part of the close attention to cost-saving details, the fixtures were pulled out of storage in Calverton where they had been sitting idle since 1968. The royal blue paint was applied after each fixture was reprocessed and inspected. These are the same tools that produced the original C-2As in the 1960's.

Greyhound production work can be seen in plant locations throughout the company's operational sites. Detailed parts are being manufactured in Plant 2, while Plant 3 is making the airplane's center sections and fuel cavity. Plant 1 is producing the C-2A fuselage, including installation of all the fuselage electrical and hydraulic systems.

Major assemblies are joined side-by-side with the E-2C Hawkeye in Plant 4, while Plant 2 produces all the tail control surfaces.

Off-site from Bethpage Operations, Stuart Operations in Florida is making the Greyhound's wing package — including control surfaces, hydraulics, and wiring installations.

The nacelles — engine and landing gear housings — are made at Grumman Houston Corp., in Houston, Texas. Non-metallic parts such as floor panels, the large nose radome, and other bonded assemblies, are manufactured at Milledgeville Operations in Georgia.

Great River Operations is currently fabricating the electrical harnesses for the aircraft, as well as all the associated electrical boxes and devices.

Outside of Grumman, major subcontractors involved in the C-2A program include the West German Dornier company which makes the cargo door ramps and Israel Aircraft Industries (IAI) in Tel Aviv, which is fabricating the airplane's cargo cage.

"All production work in the program — inside and outside of Grumman — is part of the multi-year savings scenario. We can order and manufacture parts efficiently and at established current price levels," says Fromer. "We don't have to worry about any surprises in material prices or procurement costs sometime further down the road in this program. Our contract provides substantial cost incentives to continue to generate savings, Grumman and the Navy share on a 50/50 basis all savings over $89-million. So far, all departments participating in the program have done an excellent job in finding innovative ways to avoid cost and generate increased savings. This is especially true in procurement where most of the multi-year savings have been generated to date."

'We don't have to worry about any surprises in material prices or procurement costs sometime further down the road . . .'

Fromer points out that the overall intent of the C-2A Reprocurement Program is a little different from the normal Grumman project thrust to make the best technological airplane. "This time, our main concern is to make an airplane designed for a specific mission at the best possible price and with the shortest turnaround time possible," he says.

"There is a great deal of interest in Congress, the Navy, and DOD in how well Grumman does with this multi-year purchase concept. While the final outcome can't be certified until we put the 39 airplanes at the end of the runway, what we have found out so far is that the multi-year procurement concept is a viable and very effective tool for ordering selected aircraft at a considerable cost and time savings," continues Fromer.

"I believe that the success of this program will lead to the full acceptance of the multi-year concept and will be reflected in other programs and aircraft contracts in Grumman's future," states Fromer.

Noteworthy

In his January 6th letter to Vice Adm. Busey, head of Naval Air Systems Command, Grumman Aerospace President George Skurla referred to the C-2A: "It is a pleasure to be able to show how Grumman and the Navy, through a team approach, have found a way to substantially reduce cost without compromising quality."

Sixteen named 1984 Grumman scholars

As high school graduation time draws near, college-bound seniors are faced with the two-fold problem of ever-rising tuition costs and the pressing need for summer employment.

For 16 hard working Long Island seniors, however, those worries are over. They have been named 1984 Grumman Science and Engineering Scholarship winners. The awards mean that these 16 students will receive up to $4,500 per year to help defray the tuition costs at the college of their choice.

The winners will also be given the opportunity of summer employment at Grumman throughout their college careers and will be offered permanent positions with the company after graduation if applicable jobs are available.

Since the scholarship program began in 1944, Grumman has awarded over $3-million to some 455 Grumman scholars, including this year's winners.

Over 230 applicants responded to the Scholarship program's general call to Long Island high schools this year. Of that number 42 finalists were interviewed by the Recommendations Committee. "The 16 winners this year represent what the company believes are the individuals with the best possible chances of making a successful career and contribution in our industry," says Renso Caporali, senior vice president for Technical Operations and chairman of the committee.

Caporali says that the members of the committee look for several important things in the contestants. "First of all, if they have made it as far as finalists, obviously their academic achievements are very high and have already been taken into account. What we are looking for in the final stages of selection are young people with the kind of personality characteristics that make them desirable working companions should they eventually come to Grumman. We look for well-rounded individuals who are really interested in becoming aerospace engineers and scientists and would fit in well here at Grumman."

The Grumman dependents who won 1984 Grumman Scholarships are:

Michael Abel

This June, Michael Abel will graduate fifth in his class of 510 students at St. John the Baptist High School in West Islip. He is a member of the National Honor Society, the Math Honor Society, and the French Honor Society.

Michael is the son of Bruce Abel, a Plant 30 Facilities engineer currently on loan to the Tokamak project in Princeton, N.J. Michael's mother Mary Jane says that she and her husband are "absolutely ecstatic about the scholarship award. Michael is a natural student," she adds, "and he works hard at whatever subject he applies himself to."

Besides applying himself to his favorite subject — math, Michael has also put his efforts on display on the football field. He was named to the second team All League football team this year as well as being St. John's Lineman of the Year.

The scholar/gridiron star is going to Yale University this fall in order to pursue a career in electrical engineering. "He has also taken a computer course and plans to work in that area as well," says his mother.

Thomas Baxter

Thomas Baxter is the son of Charles Baxter, a group head for Flight Test in Plant 7 who has been with Grumman for 20 years. "We were very excited and pleased for Tom when he received the scholarship. He has worked very hard on his studies and he deserved it," says Tom's father. Charles also pointed out that Tom has already been taking college level math courses at the State University at Stony Brook, "ever since the high school ran out of advanced math courses for him in his junior year."

A senior at Commack High School North, Tom is a very well-rounded student who was voted "Most Likely To Succeed" by his schoolmates. He received a Letter of Commendation from the National Merit Scholarship program and participated in his school's symphonic marching band, the math team and on community softball teams. He has been accepted at Cornell University where he intends to study mechanical engineering with a leaning towards computer science.

Scott DeFreitas

Scott DeFreitas is one of three East Islip High School students to receive a Grumman Scholarship Award this year. According to his father Bob Whitehead, a graphic designer for Public Affairs in Plant 5, "Scott is ecstatic about the whole thing. In fact, he has been floating around about three inches above the ground ever since we found out."

Scott is a whiz at math, says his father, and divides his time between the computer that he shares with his brother Jeff, and the trombone that he plays in the high school band and jazz ensemble. "Scott is very interested in music," says his father. "It is his creative way of relaxing."

Scott is planning to continue his education at Clarkson College in upstate New York where he will pursue a degree in electrical engineering. "Scott is a really good electrical troubleshooter," says Bob. "He can fix just about anything that plugs in: radios, TVs and even computers." He has studied at Stony Brook's Graduate Electronics Support facility.

Joseph Larkin

Joseph Larkin is an avid astronomer who belongs to the Astronomical Society of Long Island (ASLI) and the Nature Observers Society. While he spends a great deal of his time at the 10-inch reflector telescope perched at his window, he was not star-gazing when he put together the high marks in school that earned him a Grumman Scholarship.

Joe's father, Walter Larkin, senior data

The Larkin family. *An avid star-gazer, Joseph Larkin is the son of Walter and Theresa.*

The Org family. *Grumman scholar Erik Org gets together with his father Lawrence, mother Renata and sister Lauren for a family portrait.*

The Reuss family. *With Grumman scholar Mark are his parents Werner and Ruth.*

management engineer for Configuration Data Management in Plant 9, says his son was "overwhelmed" by the award. "Joe is a hard worker who is very intuitive as well. He likes to study and observe all kinds of natural things," says Walter.

Joe is a semi-finalist for the National Merit Scholarship and a silver medal winner in the Long Island Science Fair. He also placed second in the high school Science Fair.

He is one of three Grumman Scholars to be graduating from East Islip High School this year. He plans to attend Clarkson University in New York this fall where he will major in computer science.

Elizabeth McNiff

Elizabeth McNiff will graduate number five in her class at Half Hollow Hills High School this June. She is a semi-finalist for the National Merit Scholarship. Elizabeth's father, Gerald McNiff, is a principal engineer for Software Systems in Plant 9. Gerald says that his daughter Elizabeth was "delighted" to be named a Grumman scholar and is looking forward to her summer job with the company in Bethpage.

Elizabeth will be attending Polytechnic Institute of New York on a full scholarship this fall. She plans to major in electrical engineering and computer science and has already been involved in college level studies through the Columbia University Program.

Erik Org

Erik Org was thrilled to receive his Grumman Scholarship Award. In fact Erik — son of Lawrence Org, senior manufacturing engineer, Technical Services in Plant 2 — is currently doing research in the Grumman History Center for an article he is writing on Grumman as a special class project.

Erik will graduate as class salutatorian from Hauppauge High School where he participated on the math team, in the science fiction club, and in the ski club. He has also served on the community church youth council. As a member of the National Honor Society, he is a finalist for a National Merit Scholarship.

The Grumman scholar has accepted a full tuition scholarship to attend Rensselaer Polytechnic Institute in Albany, N.Y., where he plans to major in aeronautical engineering. According to his father, "Erik has hopes of becoming a Navy pilot. Who knows, maybe someday he'll be flying for Grumman."

Mark Reuss

Mark Reuss will graduate first in his class at Bethpage High School, one of many impressive accomplishments that has made his father, Werner Reuss — a supervisor of Systems Maintenance Services for Grumman Data Systems in Plant 47, Bohemia — "very, very proud of him."

Mark will attend Tufts University this fall. He is proficient in several languages including German, Italian and Spanish, and is involved in theater at school.

As if language studies, rehearsals and all the homework necessary to stay at the top of his class were not enough, Mark is also a sports enthusiast who plays on his school's varsity football and wrestling teams. He was recently honored by his town's local Rotary Club chapter as the Student/Athlete of the Year.

"But more important than all the awards and the class ranking is that Mark is a generous and down to earth person who is willing to share his time and energy to help anyone — and for that more than anything his mother and I are proud of him," says Werner.

Peter Wagner

Peter Wagner's interests are as diverse as his academic achievements are impressive. A varsity soccer and lacrosse player at Friends Academy in Locust Valley, Peter — son of Frank Wagner, program manager for Special Development F-14 in Plant 1 — is also an avid sailor.

"Peter is very strongly motivated in everything he does," says his mother Gay. "He is a very fine sailor who has won trophies from the Junior Yacht Racing Association of Long Island Sound and a Silver medal for sailing in last summer's Empire State Games. In fact, he is considered one of the top sailors in his age group throughout the Long Island Sound sailors clubs," she adds.

Peter intends to continue his sailing while attending Harvard University, beginning this fall. He is planning to major in physics. He would also like to participate on the college soccer and lacrosse teams, "but only if time allows. His studies and sailing come first," says Gay.

The McNiff family. *Grumman scholar Elizabeth McNiff (seated R) is shown with (L to R) Susannah, mother Anne, father Gerald, Charles and Stephen.*

Jonathan Yuen

Jonathan Yuen will graduate from Farmingdale High School seventh in his class of 700. He is planning to continue his education at

(Continued on page 12)

The Whitehead household. *Grumman scholar Scott DeFreitas (lower R) is flanked by his mother Linda and sister Janice. His father, Bob Whitehead, and brother Jeff complete the family portrait.*

The Baxter family. *Grumman scholar Tom Baxter is the son of Charles and Rosemarie. Other Baxter children are (standing L to R) John and Scott. (Photos by Marie Trimborn)*

The Abel household. *With Grumman scholar Michael Abel are (L to R) his father Bruce, Matthew, mother Mary Jane and Paul. (Brother John was not available for photo session.)*

The Yuen family. *Grumman scholar Jonathan (seated) poses for a family portrait with father Russell, mother Helen, sister Judi and brother David.*

Name class of '84 scholars

(Continued from page 11)

Polytechnic Institute of New York this fall. Meanwhile he is taking a teaching role in the education of his father — Russell Yuen, senior engineer in the Engineering Design Group, Plant 14.

"Jon is teaching me programming, while I am trying to give him some help with the hardware end of the business," says Russell. "I bought a computer for Jon and his brother David back in 1978, so they have grown up with the machine and really know their stuff," he adds.

Besides running computer programs, Jon likes to do some running of his own. He is a member of his school's cross country and track teams and generally runs three or more miles every day.

Jon received a Letter of Commendation in the National Merit Scholarship program and is a National Honor Society member. He has won a silver medal in the L.I. Math Fair and is on his school's math league and lab squad.

"Jon has always been very industrious and inquisitive. He likes to dig out information on things and figure out how and why they work," notes his father.

David Cunningham

High School: Hauppauge. College: Princeton. Career goal: electrical engineering. Awards: Letter of Commendation — National Merit Scholarship, National Honor Society, Certificates of Merit — Computer science, math. Activities: computer club, math team, science fiction club, speech arts club, Boy Scouts, BOCES programs, golf, water skiing, part-time job as computer instructor, programming.

Robert Ende

High School: Commack North. College: Penn. State or MIT. Career goal: aeronautical engineering. Awards: Semi-finalist — National Merit Scholarship, math contest school champion, National Honor Society, Penn State Scholars Program, foreign language awards. Activities: Math team (magazine editor), fencing team co-captain, chess team, computer club, part-time employment as a tutor and camp counselor.

Thomas Hill

High School: Locust Valley. College: Princeton. Career goal: engineering. Awards: Semi-finalist — National Merit Scholarship, National Honor Society, "Who's Who Among American High School Students," L.I. Science Fair — 1st, 2nd, 3rd place, Empire State Newswriting contest, mathletes high scoring award. Activities: school newspaper editor-in-chief, mathletes, band, church youth group, Little League coach.

Jonathan Klyne

High School: Plainedge. College: MIT, Cornell, or U. of Virginia. Career goal: aeronautical engineering. Awards: ROTC Scholarship winner, Letter of Commendation - National Merit Scholarship, National Honor Society, "Who's Who Among American High School Students," industrial arts awards, French honor society. Activities: school literary magazine, computer club, L.I. Soaring Association, Air Force Junior ROTC, band, self-employed delivery service.

Raymond Loy

High School: Commack North. College: Columbia. Career goal: computer science. Awards: National Honor Society, U. of Wisconsin Computer Contest, L.I. Science Fair. Activities: computer club, chess team, math magazine editor-in-chief, L.I. Computer Association, Columbia University Program.

Paul Paternoster

High School: East Islip. College: MIT. Career goal: electrical engineering, computer science. Awards: National Honor Society, L.I. science fair — 1st place. Activities: school newspaper editor-in-chief, math team, band, jazz ensemble, intramural sports, BOCES programs, computer programming, self-employed landscaper part-time.

Debra Willner

High School: Longwood, Coram. College: Cornell or Princeton. Career goal: mechanical engineering. Awards: ROTC Scholarship winner, Semifinalist - National Merit Scholarship, National Honor Society, Hugh O'Brien Foundation Outstanding student. Activities: student council vice-president, school newspaper, math team, Coram junior fire department, National Quill and Scroll Society, soccer kickline.

A. Massucci

R.A. Watson

J.M. Murphy

R.H. Nelson

M.F. Nunziato

F. Morcerf

J.C. Shroads

P.J. Gribbins

S.F. Martin

service milestones

45

Carmine N. Botti, Operations (25)
Oscar A. Kreischer, Reqts. Plan. (30)
Thomas A. Capozzoli, Matl. Mgt. (30)
James L. Lagerstedt, Proj. Coordination (66)
Walter J. Karl, Methods (66)
Douglas F. Martin, Fiberglass Trim & Assy. (66)

Joseph E. Calapa, Prototype (1)
Fred G. Theobald, Final Assy. Struct. (5)

40

Michael Basta, Pride Line (2)
Jasper Mauceri, Hyd. (2)
Stanley J. Pancir, Mech. Struct. & Assy. (43)

35

Milford R. Combs, Assy. (1)
James S. Emge, Elect. Fab. (1)
Stanley F. Michalowski, Prod. Superv. (1)
Frank Magro Jr., Mfg. Sch. (1)
Angelo J. Proscia, Fus. Assy. (2)
Joseph J. Jaeger, Assy. (2)
George L. Schomburg, Invent. Cont. (2)
Robert L. Diianni, Prod. Cntl.-Parts Cont. (2)
Vincent J. Lebas, Mfg. Est. Adv. Proj. (2)
Edward Cramer, Mach. Shop (2)
William F. Raeside, Form Block (2)
Robert L. Pellegrino, Tool Cont. (2)
Cornelius H. Watson, Mfg. Prod Ctrl. (2)
James J. King, Tool Fab. (2)
Edmund J. Hanlon, Small Parts Fab. (3)
Bartha F. Martorell, Prod. Cont. (3)
Joseph B. Antonowicz, Ind. Eng. (3)
James T. Wilbert, Flt. Ops. (4)
Alfred V. Weston, Q.C. Elect Insp. (4)
Charles F. Ballweg, Mech Struct & Proto (5)
Robert L. McConaughy, Soft. Anal. (5)
John A. Transue, Ordnance (6)
James J. Magee, Repair Cont. (6)
Engelbert J, Rotzinger, Q.C. Mgmt. (6)
Gerald E. Lange, Aircraft Prog. (7)
William J. Platt, Matl. Ops. (8)
Thomas B. Bond, Cust. Supply Reqts. (9)
George J. Moletz Jr., Grumman Allied (9)
Ambrose C. Cotrone, Metallurgical Eng. (12)
Joseph M. Izzo, Trans. Ops. (20)
Charles F. Chlanda Jr., Mfg. Prog. (25)
Robert A. Wagenseil, Proj. Mgmt. (25)

30

Elizabeth Codoluto, Plt. Supt. (2)
Charles L. Ebbecke, Maint. (2)
Boleslaw Reiner, Conv. Mach. (3)
William Pinto, Assy. (3)
William Branston, Sys. Des. (5)
Charles F. Cipriani, Maint. Rearr. (6)
George L. Bixby, Maint. Rearr. (6)
Henry W. Rau, Maint. Rearr. (6)
Joseph Fischer, Maint. (6)
Stephen T. Marciante, Plt. Protection (6)
Warren E. Strittmatter, Matl. & Logistics (6)
Gordon E. Hurley Jr., Admin. (7)
Frederick V. Housley, Pwr. Plt. Des. (9)
Arthur W. Prevost, Insp. Mach. Parts (24)
Robert J. Hendel, Mfg. Bus. Mgmt. (25)
Everett J. Maxwell Jr., Machine Parts/ Matl. (30)
Robert O. Ames, Matl. Sys. (30)
Harry Beringer, ILS Mech. Eng. Mgt. (35)
Lawrence J. Klag, Ld. Gr. Carrier Suit (40)
John J. Carroll, V.P. Community Relations-Grumman Corp. (111)

25

Alphonse Massucci, Assy. Methods (1)
Robert M. Watson, Prog. Mgmt. F-14 (1)
Joseph M. Murphy Jr., Prototype (2)
Robert H. Nelson, Templates (2)
Mario F. Nunziato, Mgmt. & Staff (5)
Harold G. Easterson, Pres. Service (5)
Gordon F. Hudson, Struct. Des. (5)
Francis J. Morcerf, Sys. Integ. (5)
James C. Shroads, Bus. Mgmt. & Anal. (5)
Edward N. Foltmann, Inst. Test (6)
Philip J. Gribbins, Jigs, Det'l. & Sub-Assy. (6)
Sherman F. Martin, Sub. Cont. Dev. (9)
William J. Southard, Maint. Rearr. (12)
Marjorie A. Benesch, Repro. Serv. (15)
Edward A. Tolliver, Stockrooms (21)
Harry C. Kohlmeyer, Matl. Sys. (30)
Henry J. Bernabeu, ILS Res. Cont. (35)

W.J. Southard

M.A. Benesch

E.A. Tolliver

H.C. Kohlmeyer

H.J. Bernabeu

M.C. Blyseth

W.E. Bishop

W.R. Klingler

Martin C. Blyseth, Sys. Dev. & Integ. (35)
Suey L. Jue, Res. Tech. Supt. & Ops. (35)
Warren E. Bishop, Avion. Purch. (44)
Richard S. Marvin Jr., Prog. Mgmt. (71)
Marion B. Eckhoff, Grumman Int'l. (111)
William R. Klinger, West Coast Office (287)

20

Harry J. Nelson, Maint. (1)
Bernard Nelson, Sys. Cost/Perf. Anal. (1)
George S. Miezejewski, Prod. Prog. (1)
John R. Lubina, Assy. Methods (2)
Raymond A. Williamson, Maint. Facil. Equip. & Gen. (2)
Glennie R. McQueen, Maint. (2)
Earl W. Hudson, Conv. Machines (3)
Naomi Wright, Parts Paint (3)
John J. Zumpol Jr., Det. Parts Fab. (3)
Theodore R. Malone Jr., Maint. (3)
Carlo D. Caldarella, Operations (3)
Francis G. Rhatigan, Prod. Cont. (4)
Anthony F. Cauiola, Airport Ops. (4)
Carl A. Nivolo, Wood Shop (5)
Peter J. Plate, Elect. Comp. (5)
Joseph F. Cubells, Ops. Anal. (5)
Andrew C. Neiland, Ops. Anal. (5)
Theodore Calpakis, Corp. Inst. Sys. (5)
Norman W. Flinn, Mgmt. & Staff (5)
Owen N. Carr, Adv. Progs. (5)
Charles J. Harmon, Marketing (5)
Henry Lamb Jr., Maint. (6)
Gary W. Mauch, Support (6)
Stephen Congro, Prod. Mgmt. (6)
Harry H. Carver, Methods Elect. Tech. Sys. (6)
Raymond Busch, ILS Comm. Cont. (7)
Kenneth W. Moser Jr., Aircraft Progs. (7)
Rene J. Mauboussin, Pwr. Plt. Des. (9)
Lawrence Rubenstein, Prog. Plann. Cont. & Budg. (9)
Hazel M. Nilsen, Grumman Allied (9)
Phillip D'Amato, Cont. & Mech. (10)
Donald E. Cutler, Mech. Proc. Eng. (12)
Frederick J. Romani, Lab. Maint. & Tech. (14)
Robert F. Doolin, Govt. Matl. Cont. (17)
William J. Spraul Jr., PMM-Mil. & Space (25)
George A. Brogan, ILS Prog. Mgt. (25)
John J. Moynihan, Sub. Cont. Surv. (25)
Stephen G. Bianco, ILS Sys. Concepts (25)
Edward J. Stero, ILS Subsys. Engr. (25)
John T. Butler, Sys. Rel. (25)
Louise VanEtten, Gen. Comm. (30)
Daniel J. Carroll, Cust. Supply Reqts Mgt. (30)
Joseph A. Bigin, Tech. Reqmts. (30)
Ruth A. Jackson, Matl. Acct. (30)
Martin W. Valentine, Cont. Cost Anal. (20)
Joseph Schaefer, ILS Site Rqmts. (35)
William Ptucha, Sys. & Cont. (35)
Lee I. Caldwell, PMM-Mil. & Space (40)
Weldon S. Clark, Grumman Houston (52)
Billy S. Spencer, Prod. Mgmt. (77)
Philip H. Zinsmeister, E-2C Wings/F-14 Weapons (77)
Sidney F. Parker, F-14 Aft. Sect. Assy. (77)
James A. Mario, Sys. Cont. (85)
Alan H. Levy, ILS Equip Des. Eng. (106)
Joseph L. Atlas, ILS Auto. Test Equip. Eng. (106)
Harold Kurland, ILS Subsys. Eng. (110)
George B. Smith Jr., St. Augustine (265)
Charles Nastasi, Off Site (287)

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Next issue: June 8

the way it was

They used to call them "scooter girls" — young women who drove Grumman and Navy pilots out to the flight line which was stocked with brand new Grumman Hellcats.

Joan Grabowski was one of many scooter girls who worked at Grumman Aircraft Engineering Corporation during World War II. After a brief stint at college in Vermont, the Babylon-raised young woman started her Grumman career in the summer of '44.

"I was hired as a mail clerk in Plant 4, then became a receptionist, and before long, a scooter girl," recalls Joan, who now lives in Merritt Island in Florida. After the war, Joan was the only scooter girl employed by Grumman.

"In addition to driving the pilots to the flight line, we also had to take care of the flight prep room... the parachutes and flight gear," says Joan. "We didn't fold the parachutes, though. They were sent out to be folded."

At one time, Grumman had a fleet of 71 Cushman Auto Glides — commonly knows as "scooters." Most of them were the solo-type, though a few had sidecars and front seats for passengers. The latter were used to transport pilots to the flight line. Some were equipped with fire fighting apparatus, while others were equipped with Oman generators for starting up planes on the flight line.

The average scooter got 50 miles to the gallon of gasoline — unheard of in those days. Many scooters racked up over 1,000 miles per year just travelling around Grumman.

Glamorous job

Looking back, you'd have to admit that being a scooter girl was a glamorous job to hold during the Forties. Celebrities — boxers, movie stars, and famous war heroes — frequently visited the Grumman War Production Corps. "We used to drive the visitors to and from Idlewild Airport (now Kennedy International), Garden City Hotel, or the city," says Joan.

Did any people make a lasting impression on her? Joan remarks that "all the admirals impressed me . . . especially Adm. Nimitz." Others high up on Joan's list were the Egyptians who came in after the war to buy amphibians.

Arthur Godfrey didn't get any high marks from Joan. "He was fresh," she recalls. "You have to remember that I was a young girl and when you walked through the shops, all the men would be whistling and screaming out things. I wasn't used to it."

In fact, Joan turned down several dates with young pilots. She met her husband Eddy Grabowski in Plant 4. "He was one of the few dates that I accepted, because I was very shy and the mechanics were a little more polite than the pilots."

After the war, another big plus to being Grumman's only scooter girl was to have the chance to fly in the new Grumman commercial planes. "I had rides in the first Goose, Mallard and Widgeon," boasts Joan.

The written word

She also penned "Plant 4 Tidings," a column about the happenings of Plant 4 which appeared under the "Slipstream" banner in *Plane News*. "My husband still kids me about those columns," says Joan.

Here's an excerpt from one of Joan's columns:

Say, have you seen anything funny going on lately? You have? Well, gee, why not rush right over to the Main Lobby and tell that drip sitting behind the glass window all about it. Honestly, I am just about down to my last bit of gossip, and that I'm keeping till the next issue.

Scooter shuffle. *Sophie Malinowski and Joan Kiernan Grabowski give young Navy lieutenants lifts in the Grumman scooters which were used for everything under the sun — including miniature fire trucks.*

calendar

Aikido Club: (Martial Arts) every Wed., 5 p.m., Recreation bldg. Beginners class. Guests welcome. M. Brooks, Ext. 115-6171/H. Brondo, Ext. 2719.

Alcoholics Anonymous: every Mon., 4:30 p.m., Plant 15, conference room C, closed meetings; Personnel Relations, Ext. 3521. Great River meetings: every Wed., 4-5 p.m. T. Conley, Ext. 3521. Calverton: Chemical Dependency Discussion Group, every Mon., 4-5 p.m., Flt. Test Center, new conference meeting room, open meeting, Personnel, 369-6759, C. Robb, Ext. 117-7038.

Amateur Radio Club: every 3rd Wed. of the month. Plant 5 conference room BD-1, 5 p.m. B. Wengler, Ext. 4187.

Chess Club: every Fri., Recreation bldg., 5 to 11 p.m. Beginner to Expert, guests welcome. K. Marley, Ext. 4901/N. Corso, Ext. 9600.

Coin Club: (Calverton) every Fri., noon lunch, Plant 6, A-6 Action Center conference room. Grumman employees welcome. N. Evangelides, Ext. 117-7242.

Computer Club: 1st Mon. of every month, Recreation bldg., 7 p.m. Computer discussion and demonstration/beginner to advanced programming. Guests welcome. J. Hayne, Ext. 4945/P. Frumkin, Ext. 5134.

Dance Club: every Wed., 5-8 p.m., Recreation bldg. Guests welcome. S. Koppell, Ext. 115-3800.

Duplicate Bridge Club: every Thur., Recreation bldg., 6 p.m. Guests welcome. P. Gill, Ext. 115-8414.

Equestrian Club: every weeknight, Knoll Farm, Brentwood, 6 p.m. Grumman employees and immediate family only. J. Eisenhower, 115-6211.

service milestones

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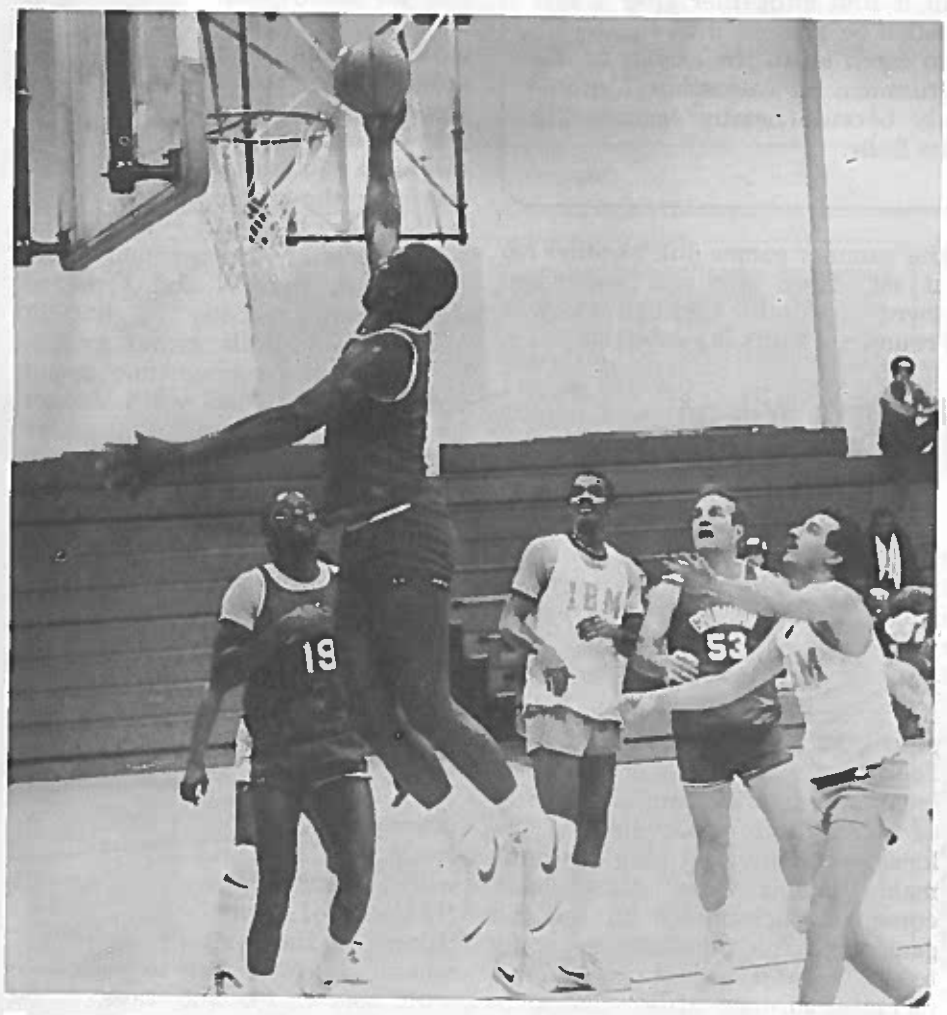
(Continued from page 13)

Vincent A. Lavan, ILS RF/Servo/Elect. Eng. (1)
John F. Rotzman, Assy. (2)
Napoleon Grace, Assy. (2)
Lois F. Coffey, Prod. Supervision (2)
William R. Matlach, Forming Heat Treat (2)
Dolores J. Anderson, Food Service (2)
Ellis Schilling, Spotweld (3)
Albert M. Bozek, CTR Section-Final (3)
Albert P. Madden, Honeycomb-Prep. (3)
William R. Lindner, Maint. Rearr. (3)
John F. Gaudet, Ops. Anal (5)
Anne M. Parker, Financial Ops. (5)
Michel N. DeZervos, Corp. Plann. Cont. & Budg. (5)
William H. Becker, Bus. Mgmt. & Anal. (5)
Richard E. MacNish, Maint. Rearr. (6)
Henry F. Lehnfeld, Methods Elect. Tech. Sup. (6)
Robert J. Lloyd, Flt. Ops. (7)
Oscar W. Haines Jr., Q.C. Lab. (10)
Emanuel Greenblatt, Digital Tech. (14)
Arnold Tepfer, Elect. Des. & Dev. (14)
Chek W. Yee, Software Anal. (14)
Mary M. Baran, PPO-E-2 (25)
Gerald A. Buckridge, PMM-Mil. & Space (25)
Allen J. Owen, Cust. Supply Reqts. Mgmt. (25)
William Brenner, Navig. & Cont. Equip. Des. (25)
Elsie T. Frederick, Sub. Secty. Prog. (25)
Donald F. Bergheim, Subsystems (30)
Walter J. Crisham, Repair Cont. (30)
Paul W. Siegel, Proj. Mgmt. (30)
Joseph G. Costantino, Matl. Acct. (30)
Mansuk Lee, Pwr. Plt. Des. (35)
William L. Davis, Safety & Maint. (40)
Stanley E. Stolov, Software Appl. (40)
Jack Melnick, Conf. Data. Mgmt. (40)
Lois G. Johnson, Conf. Data. Mgmt. (40)
George E. Brightman, Mech. Struct. & Assy. (43)
Linda M. Bookman, Admin. (43)
George E. Wilson, Elect. Cable Fab. (44)
Dollie Dozier, Elect. Wire Prep. (44)
Robert B. Madden, Machine Shop (56)
Carl Sudano, Tech. Ops. (77)
Salvatore A. Brescia, ILS Sub-Sys. Eng. (110)
Robert C. Smith, Fld. Ops. Logis. (279)
Robert P. McLaughlin, Support Sys. (463)

scorecard



Hoopster loss. *Grumman hoop star Rick Cooke soars high for one of several slam dunk baskets he scored against IBM in the recent Long Island Industrial League Championship game. Cooke's heroics went for naught, however, as IBM swept the Grumman varsity in the best-of-three game series, 2-0.*

Record drive

The 1984 Grumman Recreation membership drive is finished and the total of contributions puts company participation at an all-time high of over 96 percent.

Mike Cherry of Recreation described this year's drive as a "wonderful success," and pointed out that the "entire Grumman family and especially those Grummanites who helped handle the sale and distribution of pledges throughout the company deserved credit for their participation."

The Recreation Drive drawing for winners of $100 savings bonds took place on Monday, May 7.

The winners

Andrew DaPuzzo, Pl 5; Robert Gunter, Pl. 4; John Franciscovich, Pl. 2; James Paprocky, Pl. 43; John Soucheck, Pl. 39; William Vassilious, Pl. 3; Robert Magee, Pl. 7; Engelbert Rotzinger, Pl. 6; Ronald Hunter, Pl. 30; Richard Lynne, Pl. 77; Edward Johnson, Pl. 40; Jessica Breul, Pl. 5; Vincent Gonzalez, Pl. 30; Lendell Robinson, Pl. 2; John Galante, Pl. 6.

Spring flowers

The Grumman Garden Forum opened the 1984 season with its Spring Flower Show on Tuesday, May 8. The show, which featured many new first-time exhibitors and included over 200 entries, was held in the new Plant 1 "greenhouse" cafeteria for the first time.

Vice President of Manufacturing Frank Messina presented the awards. He handed over best-in-show honors to retiree Karl Hagen for his Japanese flowering cherry. Hagen's entry, called a "Kwanzei" beat out a large field to take first place in the Spring Show which is usually won by a tulip entry. The Japanese flowering cherry was entered in the single seasonal bloom category.

Messina also presented special incentive awards to Spring Flower Show entrants Ray Muntz, Dot Kappenberg, Bill Pietruszewicz, and Jim Murry.

There were 10 categories of competition in the Spring Show. The winners this year (in order of placement) are:

Single Darwin Tulip — Jack SanFilippo, Amy Blackwell, Margaret SanFilippo, Frank Sadowski. Single Parrot Tulip — Blackwell, Ted Wakulinski, SanFilippo, Sadowski. Single Cottage, Triumph — Blackwell, Dick Brummer, SanFilippo, Mike Gabriel. Novice — Ray Muntz, Lynda Lucatuorto, Brummer, Wakulinski. Arrangements — Blackwell, Betty McLean, Karl Hagen, Dot Kappenberg. Tulip Collection — Tom Cassino, Blackwell, Sadowski, Kappenberg. Single Seasonal Bloom — Hagen, Blackwell, Jean Gerrity, Sadowski. Seasonal Collection — Desmond Parker, Gabriel, Hagen, Blackwell. Houseplants — Joan Nicholson, Ed Vasta, J. Vaneycken, Al Turnquist. Hanging Basket Plants — Vasta, Kappenberg, Bill Pietruszwicz, Sue Lenz.

'Kwanzei.' *Grumman retiree Karl Hagen captured best-in-show honors at the Spring Flower Show with his Japanese flowering cherry.*

Hoopsters fall in finals

The Grumman varsity basketball team bowed to IBM in the finals of the Long Island Industrial Basketball League championship, losing the first two games in the best of three series. The losses came after an undefeated season for the Grumman hoopsters during which they had defeated IBM in two earlier contests.

In the first game, the team was lethargic and was out-muscled by the IBM squad, 74-85. Columbus Poole managed to score 26 points and pull down 10 rebounds. Rick Cooke and Fred Turner were the only other Grummanites to score in double figures with 16 and 13 points, respectively.

The Grummanites improved their play in game two, even leading by as many as 13 points, but saw their lead whittled away by the IBMers, losing the game and a chance at the championship on a last second basket. The final score was 95-96.

In game two, Poole again led all other Grumman scorers with 30 points, while Cooke added 27 and Jim McKinstry totalled 15.

Grumman reached the finals of the playoffs by defeating Fairchild in the opening round, 91-76. In that game, the Grumman hoopsters stole the ball from Fairchild 16 times and Cooke hit on a combination of floor shots and slam dunks for 35 points.

In the Eastern States Industrial Championship Tournament, held prior to the LIIL playoffs, Grumman competed against 15 other teams from as far away as Cleveland, Ohio.

The hoopsters won their first game defeating McNeil Consumer Product team from Fort Washington, Pennsylvania by a score of 90-78. Grumman was knocked out of the single elimination tournament in the next game against a taller and more experienced Republic Steel squad from Cleveland, Ohio.

As he had announced at the start of this season, Grumman varsity basketball coach Ron Knight has retired from the team after eight years at the helm.

calendar

Fencing Club: every Wed., 4:45-6:30 p.m., Recreation bldg. Free instructions, guests welcome. J. Hayne, Ext. 4945/P. Chaldaris, Ext. 3486.

Folk Dancer's Club: (Calverton) every Thurs., 2nd floor, Plant 6, lunchtime, Grumman employees only. J. Hamelman, Ext. 117-6835.

Klown Klub: every second Tues. of each month, Recreation bldg., 4:15 p.m. Guests welcome. M. Deyns, Ext. 7564.

Karate Club: every Tues. and Thurs., Recreation bldg., beginners 4:30 to 5:30, advanced 5:30 to 7:00 p.m., black belt instructors, physical and mental development. New students at the beginning of each month. Guests welcome. T. Ortiz, Ext. 8497.

Model Railroad Society: every Wed., 7 p.m., Recreation bldg., Regular meeting. Guests welcome. R. Muntz, Ext. 6865.

Magic Club: last Wed., of every month, The Magic Shop, Mid-Island Plaza, Hicksville, 4:45 p.m. Guests welcome. M. Lichaw, Ext. 6114.

Roller Hockey Club: Meets every Wed., 6 p.m. For more information, employees can call Arnie Pritchett on Ext. 132-5081.

Roller Skating Club: every Thurs., Levittown Skating Rink, lessons at 6:30 to 7:30 p.m. Guests welcome. H. Denen, Ext. 2291.

Stamp Club: First three Wed. of every month, 5-6 p.m., Plant 35 cafeteria, trading sessions and discussions. S. Hoops, Ext. 3926.

what do you think?

The U.S. Football League — will it fold altogether after a few lackluster seasons? Will the best teams be merged into the NFL? Or, does it just need a little time to catch up to the caliber of the NFL? We asked Grummanites at Grumman St. Augustine Corporation for their prognosis, particularly because nearby Jacksonville hosts one of the new USFL teams, the Bulls.

What do you think?

Dennis DeMeter

Well, the league might fold but the Bulls will make it. I've got season tickets to the Bulls myself. I think they've got a really good team. For a team that just started playing their first season, they're doing all right. If the USFL can last another year and if they can get another TV contract, then five years down the road they'll be merging with the NFL. I don't know what they're going to do about who's playing at what time of year. It would be tough, if they want to start playing again in the fall, to finish up a season in July and then start playing again right away in September. The area — Jacksonville — is supporting them; at one game, they had 73,000 people at the Gator Bowl.

Ron Davidson

I haven't been to any Bulls games yet, but I plan to go to some. I didn't buy season tickets because of my time schedule — working and otherwise. As far as lasting as a league goes, I think they'll do it, because they've got high-caliber people playing. Plus, in this area here, we have no other major sports, and there's nothing else for people to actually go see. As the crowds at the Bulls games have shown so far, there has been a lot of support from the people in the Jacksonville area. So I think that team is going to last. As far as merging with the NFL, I don't believe it will. I believe the USFL will be a league by itself, that it's going to last. I think football is such a big sport that having games scheduled all year 'round will be no problem.

Walt Evans

I think the Bulls and the league are going to survive, because they are getting the caliber of players to make them survive. This is sort of a crucial year for them, but they will be around. And within four years, then the caliber of football within the USFL will be equal to that of the NFL. The USFL will have the names then — that's all that is needed. The NFL now has the names, the established ones. Right now, the USFL has young players who aren't well known. As the years go by and these players get more widely known, the attendance at games is going to become better. Young kids will start idolizing the USFL players. And from that the league will build itself up. Being a sports fan, it doesn't bother me what time of year they play — I'll watch football every day, as long as it's competitive, though I don't particularly care for blowouts. So the summer games don't bother me at all. They take up time when there is a lull. Football all year 'round — I think it's great!

Barbara Wilson

In Jacksonville, we had a football team that they tried to get started about four or five years ago, and it bombed. And now, they're filling the Gator Bowl for Bulls games! I wish I had joined and gotten season tickets. People ought to support their local team . . . it's fun, and on top of that, you're really helping the local economy. A big turnout makes people from other places come to Jacksonville to see the games. I think the Bulls are going to last, and I have to say, it's a pleasant surprise after what happened to the other football team, and to the TeaMen, our local soccer team. Of course, I don't think we were as ready for soccer here in the South. As far as the Bulls are concerned, the time is right for the team to succeed. They just did a lot of renovation to the Gator Bowl last year. Plus, the new mayor is a lot more aggressive about attracting visitors.

Donna Stapleton

I think the USFL will do pretty well, considering that most of the men around here — and women too — are very interested in football. I enjoy watching the games myself. Football's a very big sport — in Florida, too, I guess . . . I'm originally from New York myself, and I moved down here recently. I haven't been to any Bulls games myself. As far as the summertime games are concerned, that won't detract from their success a bit. The teams will make their money, and they'll give people something to do. I think people will want to watch the games — plus, now they have some stars, like Herschel Walker, that people want to see.

Terry Rich

I'm not too fired up about the USFL. The good thing would be if it succeeds to the point where it gives the NFL a lot of competition — to the point where the NFL has to negotiate with the USFL and says, "You take all your players, put them in your eight best cities that don't already have NFL teams, and we'll let you merge with us as a third conference." Then, the NFL playoffs could consist of the conference winners and the appropriate wildcard teams to make up a decent round of playoff teams. I don't think that's necessarily going to happen, but it's possible.

GRUMMAN planenews

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